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ELEVATOR

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OPERATION

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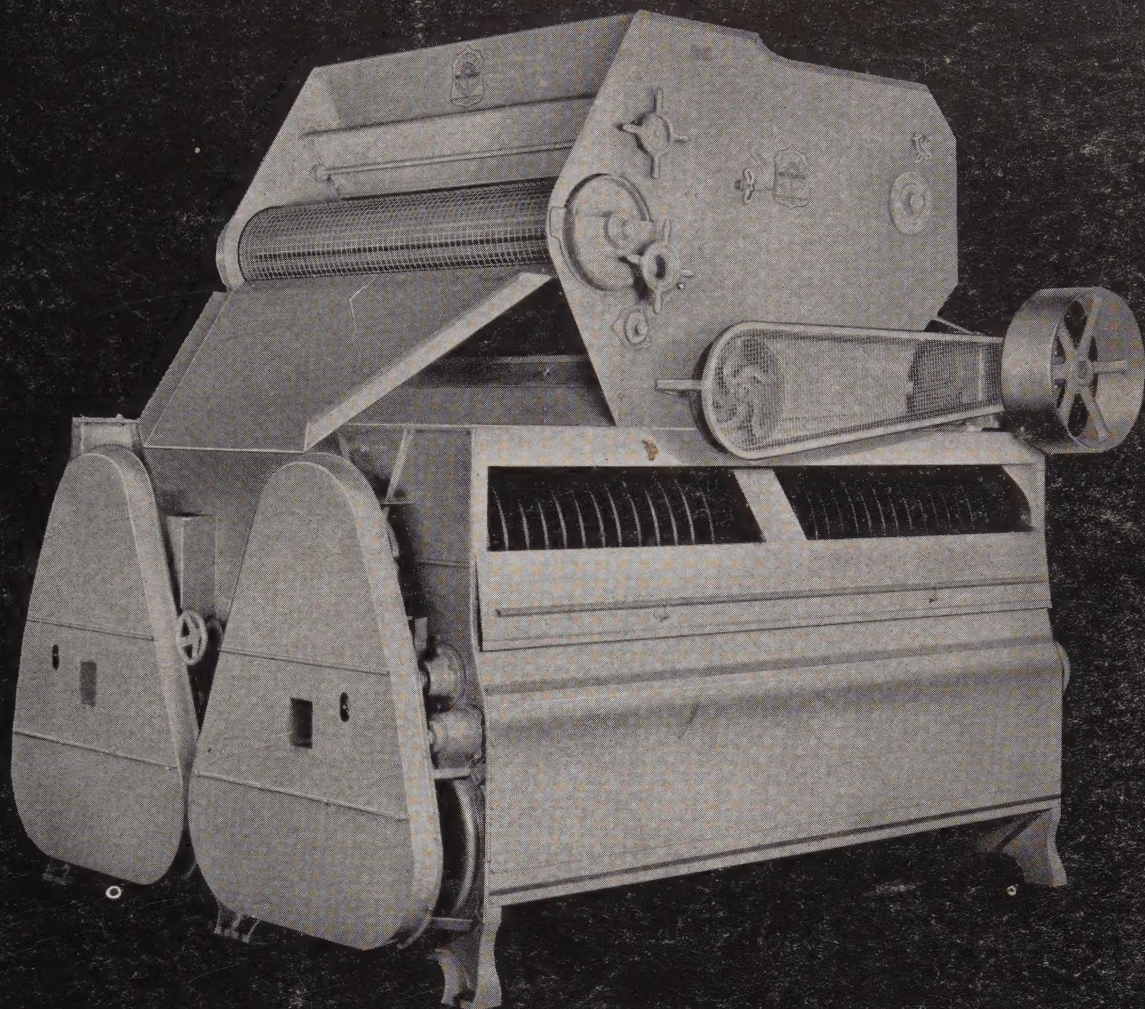
AND

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MAINTENANCE

N

March
1938



HERE'S A COMPLETE CLEANER With BIG TERMINAL CAPACITY!

The Carter Disc-Cylinder Separator No. 2564 is designed to meet the giant capacity requirements of terminal elevators. Here, in one machine, you have a complete cleaner combining the advantages of both discs and cylinders. Carter Discs insure exactness and fineness of separation at high speed. Hart Uni-flow Cylinders provide flexibility and versatility in the cleaning operation. Combined and working together these two unique grain cleaning systems give you a high-capacity grain cleaning machine of outstanding performance. Install a Carter Disc-Cylinder Separator for increased operating efficiency and reduced operating costs.

CONVENTION GREETINGS!

Hart-Carter extends a word of welcome to those attending the Ninth Annual Convention of Elevator Superintendents of North America, held in Kansas City. Be sure and visit the Hart-Carter exhibit—on the roof garden of the Hotel Kansas Citian. Consult the Hart-Carter representatives for information on such other leaders in the Hart-Carter Line as the all-cylinder Hart Uni-flow Separator and the Hart Uni-flow Width Grader.

In one operation the Carter Disc-Cylinder performs five major separations in addition to scalping and aspiration. It will clean and grade by length barley, oats, wheat, durum, rye and tame buckwheat. It will remove spring wheat from durum, separate wheat, cross-broken and Trebi barley from barley — and even take out the small, round seeds such as wild peas. Compact in size—the Carter Disc-Cylinder Separator is unusually economical in its power requirements. Judging per dollar of investment and per unit of space and power, the Carter Disc-Cylinder Separator is a truly remarkable value in terminal equipment.

HART-CARTER COMPANY

706 Nineteenth Avenue, N.E. Minneapolis, Minnesota

HAVE YOU EVER HEARD OF

The Town of Yawn?

By T. von Ellbrecht

From Auckland, New Zealand

My friend, have you heard of the town of Yawn
On the banks of the river Slow
Where blooms the Wait-a-while flower fair
Where the Sometime-or-other scents the air
And the soft Go-easy's grow?

It lies in the valley of What's the use
In the Province of Let-'er slide;
That tired feeling is native there,
It's the home of the listless I-don't-care,
Where the Put-it-offs abide.

The Put-it-offs smile when asked to work,
And say they will do it to-morrow
And so they delay, from day to day,
'Til death cycles up and takes them away,
And their families starve, beg or borrow.

ATTEND YOUR CONVENTION!



Take Time!

By
L. L. Sutter,
N. Y. C.

Take Time to Live—that is what time is for—to live.
Killing time is suicide.

Take Time to Work—it is the price of success.

Take Time to Think—it is the source of power.

Take Time to Play—it is the secret of youth.

Take Time to Read—it is the fountain of wisdom.

Take Time to Be Friendly—it is the road to happiness.

Take Time to Dream—it is hitching your wagon to

a star.
Take Time to Love and Be Loved—it is the privilege
of the gods.

Take Time to Look Around—it is too short a day
to be selfish.

Take Time to Laugh—it is a tonic for your body.

Take Time to Play With Children—it is the joy of
being natural.

Take Time to Be Courteous—it is the mark of
a gentleman.

Take Time to Attend Your Association's Convention—
it is the means of keeping abreast, keeping alert, keeping ahead.

Editorial

by DEAN M. CLARK

THE RAILWAY RATE BOOST

AS might have been expected, the increase in freight rates granted the railways by the Interstate Commerce Commission pleases nobody. The shippers can hardly be expected to feel enthusiastic over the prospect of finding the wherewithal to meet an added freight bill of 270 millions per annum. The railways, on the other hand, are inclined to accept the award as a half-loaf because it will give them added revenues that will be less than 50% of the amount anticipated from the 15% increase for which they applied.

This is particularly true of the midwestern lines because the exception of rates on agricultural products from the full 10% advance (amounting to 5%) will leave their additional income meagre indeed. To the public, the chaotic conditions that would result from the collapse of a number of large trunk lines have been temporarily avoided and there is the possibility of resumed railway buying. Contrarywise, this necessary increase in railway freight rates must come as a shock to commerce no matter how administered.

Despite the general impression that railway rates are continually being advanced, the level of charges resulting from this newest increase will not be as high as was borne by the traffic of the country during the 20's. That is because freight rate levels are never constant. Just as soon as higher bases are granted erosion sets in due to the efforts of the railways to meet the rates of other forms of transportation or to stimulate volume. There are also the thousand and one orders of the Interstate Commerce Commission covering the specific cases, which in one way or another always depress revenues. After several years of such processes there is need to raise the entire plateau, and the country, unaware of the general reduction, gains the impression that the trend is always upward.

That the present scheme of Government rate-management is wrong is evident from the fact that only fourteen months ago the Interstate Commerce Commission decided that railway rates were so high as unduly to burden commerce. They cancelled the so-called charges on December 31, 1936, thereby removing the immense purchasing power of the railways from the market and contributing to, if not initiating, the present downward spiral of business.

Clearly, there is a sorry need for some modern thinking. In the opinion of "GRAIN", railroading has as great a future as the airplane or the automotive industries, which are conceded to be in their infancy. It is being held down to a clumsy, half-developed condition, however, by unwise legislations written fifty years ago, and which have been passed from time to time as necessity arose.

Over-regulation is strangling where it should foster better and cheaper transportation, and archaic laws which straightjacket transportation costs, are also straightjacketing progress as well as commerce.

GRAIN

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CHICAGO, ILLINOIS
TELEPHONE WABash 3111-2

A forum for
OPERATIVE
and
MECHANICAL
PROBLEMS
in
TERMINAL
ELEVATORS

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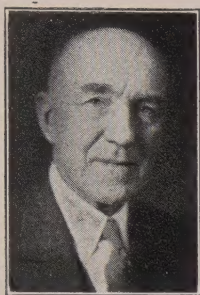
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Vice President



THE HUMAN ELEMENT--

Hazards and Efficiency in the Grain Elevator

★

By M. FRANK BEYER

President Fort William-Port Arthur
Chapter, SGES

NO place on earth is there a more useful chain than that of the Society of Grain Elevator Superintendents of North America. The successful operation of grain elevators depends on the efficiency of the means provided for the discussion of the problems we encounter from time to time. Societies whose object is to encourage the discussion of those problems perform a service of untold value. I propose, therefore, to give a brief outline of the philosophy pertaining to "The Human element and hazards and efficiency in the grain elevator."

To illustrate, I will take two good men I have known for many years who have not advanced to the top in the elevator where they are employed. Consider their ability, one may wonder where the fault lies. Was it in their training, have they been unfortunate, or did they lack a certain innate something essential for greater success? Both men, in fact, have had the opportunities for which their skill entitled them. But they were not "executive." One could not handle other men, the other had no sense of value, neither had personality.

Personality—What Is It?

What enables a man to walk into a room and quickly have a big group of people listening carefully to everything he says, where a few moments before they all but hissed another speaker.

We get some glimmerings of what personality is when we recall some of the stories about people who were admitted to have it.

When we speak of Theodore Roosevelt taking off his coat and helping the perplexed newspaper photographer to repair his camera, we see a trait that went toward making the greatness of a great man.

We get another inkling from the action of a far different type of man, Jack Dempsey. A postman who did not recognize Dempsey, threatened to punch the then champion's jaw because he imagined he had been jostled in a crowd. Dempsey apologized sincerely and profusely for any unintentional discourtesy. The other fellow could not be placated, but went white when somebody told him whose jaw he wanted to punch. Dempsey is liked. He has personality. The incident helps to explain why.

A cursing foreman may handle some of the men effectively, but we can hardly regard him as a good executive. The corner radical may inspire his listeners, but you wouldn't want him to run your business. The statistician may look up from his books to tell you the whys and wherefores; the research chemist may crawl out of his shell to explain some new discovery; the efficiency expert may arrange a desk so that there is no lost motion when you sign a letter; and the law clerk may present an ornate outline of what is and what is not to be done — But chances are that as executives they all would fail.

Are They Born?

Books have been written arguing whether real executives are born or can be made. Outstanding men in their biographies have indicated various formulas for success. Any elaborate discussion, however, even of fundamentals, is impossible in an

article of this kind, our principal interest being in pointing out, as we may, the faults to be avoided and the standards to be cultivated by the man seeking to become a superintendent.

That the successful elevator requires supervision, and that the elevator manager appreciates the value of a competent superintendent is a sound premise on which we can base our conclusions.

I hold to the old belief that first a man must be competent and understand what it is all about. This means that he must have had proper experience and training in the elevator.

He must be sufficiently mechanically minded to understand his equipment thoroughly. That really implies a great deal. It does not necessarily mean that he should make his own repairs, but he certainly should know what is required when repair or complete replacement or substitutions are in order.

I wonder if the younger men in the elevators today know as well as they should just what is going on inside the machine, or, if they have the opportunity to watch a good millwright, recognize just how they accomplish results. The superintendent must be able to analyze properly reports on equipment conditions which subordinates present, he must recognize the normal sounds of the elevator and quickly detect it when something is going wrong.

Safety Education Needed

Many unnecessary accidents are reported in grain elevators each month. Yet the grain trade has no organized movement to warn elevator workers of their hazards or to safeguard moving machinery, other than the Safety First bulletins posted periodically.

Whether statistics bear me out or not, I have found in my experience that more accidents occur on the part of younger workers. A properly trained safety engineer will give special attention to his younger workers and direct his educational program to assist them in forming safety habits that will not become ruts in later life. Education is the real backbone of safety work. The first principle of safety education is to create the proper frame of mind. Once this is accomplished, the further steps in the safety program are quite easy.

Open top bins are directly to blame for many serious accidents each year, yet these death traps are tolerated in both old and new elevators and men should be warned.

During the past few months reports in trade papers show accidents such as, man's hand caught in belt, falling against a pulley, falling on a moving belt, a broken step caused fall with disastrous results, falling from a passenger elevator, etc. An intelligent study of the hazards of the plant would stimulate the correction of conditions likely to endanger the lives or promote

the disability of the workers. While every elevator operator is anxious to make his plant as safe as possible for all who enter it, greater vigilance in safeguarding machinery and warning workmen is sure to effect a gratifying reduction to the number of sufferers.

Concealed Perils

I wonder how many of us realize the possible danger to men, that are sent into a bin partly filled with grain, or covered bins filled with grain. We all know that grain breathes like any living thing and the respiration carries with it carbon monoxide. This gas, being heavier than air, concentrates above the grain. A carbon monoxide mixture in the air above the grain in a bin made many a man entering the bins ill, and has been the cause of death in some recorded instances.

This deleterious gas cannot be recognized by any odor. It is colorless, and gets in its deadly effect without the victim being aware of the poison surrounding him. Even a comparatively low concentration may cause inefficiency in workmen without totally disabling them, combining with the corpuscles in the blood stream the poison remains in the system even after the patient has been removed to the open air.

Inventors have devised a carbon monoxide alarm that will give prompt warning when the concentration has reached as little as two-hundredths of one per cent.

Passing the outline of a few hazards which may be called by some the same "old stuff", but isn't it a good thing to remind ourselves of that same "Old Stuff" from time to time and try to combine efficiency with safety? Now let us take a peek into the

"Human Element in the Elevator"

In our past conventions there have been some exceptionally good papers on various phases of elevator operation.

Having a thorough knowledge of elevator operation is, of course imperative, but it is also important that the superintendent have a knowledge of people and their reactions. In brief, the superintendent is the coordinator of the work of many specialists. Every man in the elevator is a specialist in his way. A recent trade paper spoke of a good "sweeper as a rare jewel."

In recent years, "bossing" is giving way to leadership, because it is recognized as getting more efficiency. It is said that to deal with an employe, without account of his pride, inertia, self-respect, fears, stupidities, and loyalty, is to deal with a slot machine, not a man. But to practice leadership, one must have an understanding of adult human behavior.

I am going to ask you to give some thought to what I believe are some of the basic elements of human nature, as we find it in people, and what we may do to bring out favorable reactions.

We speak of our hearts as being the seat of our feelings. This is hardly true. It is our whole "insides," that is, our intestines, or organs we seldom think about unless we are ill. As our arms, limbs, etc., striped muscles that we can feel, so our "insides" have smooth muscles that are entirely under different control, and that we cannot feel. We can flex or unflex an arm at will, but we cannot blush or unblush at will. Also, there are several glands in our emotional set-up that have a lot to do with our behavior, and are responsible to incentives, whether good or bad.

To illustrate, a man may be at the table eating a hearty meal, and some bad news comes, which may immediately destroy his appetite, lose his cheeriness, get nervous, and will be to all extent, a sick man. Or the opposite can take place, bringing a man from this condition, to feeling good. Something of this sort happens to us all some time or other.

In brief, let us look at our nerves, organs and brains as receptors, connectors, and reactors. The eyes, ears, nose and sense of touch as receptors, nerves as connectors, and brains and muscles and the glandular set-up as reactors.

The Personal Angle

In dealing with people, you will have heard said, what influence will it have on the individual person, how will he take it. In giving requests, orders or information of any kind, there are many ways it can be accepted, connected or reacted. Take for instance, the telephone switch board, if the operator makes the wrong connection, you get the wrong number, so it is with the human system, there are about as many wrong numbers.

People in supervisory capacity should realize the true value of the spoken word. For any connection, in the human system once made, forms a habit path; that is, the next time a like situation occurs, a person's reactions are likely to be the same as the first time.

When you do a difficult, or even an easy task the first time, it may seem hard, but becomes easier each succeeding time. Thus it is important to teach the way you want work done at the start, rather than to change fixed habits afterwards. It is important in dealing with man, to take into consideration what you know of his character, as you judge it to be, and deal with his accordingly. You may give a "bawl out" that will make a man realize his mistakes and arouse his ambition, or you may make him surly, and adopt an "I don't care attitude." Man must give vent to his emotions. If you wrongly give him a "bawl out" and he can't answer back for fear of losing his job, he may go home and take it out in a way that will react back at you in some way or other, or it will brood on his mind so that he will make costly mistakes, have an accident at the plant, or come out in many ways, harmful to all connected with him.

A man may be lagging at his work, a pat on the back and a kind word of encouragement may make him dig in, or one may feel weary, and an emergency may arise, and a person will go at it with energy, again we may feel weary at nine o'clock and feel good at eleven.

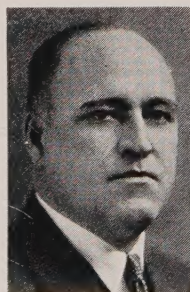
These examples go to show the part our glandular set-up plays in our behavior; the principal ones perhaps, being the adrenal, thyroid and pituitary glands, all controlling the toned up or run-down condition of a person. Of course, there are many other parts of us contributing to our health.

But I have tried to give a brief outline of the most important ones. When we are not up to par in our golf or other sports, we say we have an off day and let it go at that, and sometimes forget that we are all human beings. Imagine everybody out of step except ourselves.



ABOUT THAT NAME

Says President Orstad



Regarding the thought that the Superintendents' Association had grown to such a point that a more comprehensive name might well be considered, I think a piece could be cut off to advantage. The words "of North America" certainly do not mean a great deal as I don't think anyone will ever get us mixed up with England, Ireland, Scotland or China and Japan.

How would "The Grain Elevator & Processing Plants' Superintendents" do? Everyone might not think so but I believe that we could dispense with the word "Society" or the word "Association" and still everyone would know what it was all about. This suggestion of course is an attempt to make it as brief as possible. Actually I don't see how we can have anything but a long name and once it gets beyond a certain length it really doesn't matter much how long it is.

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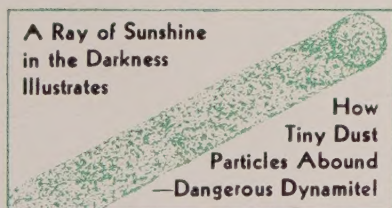
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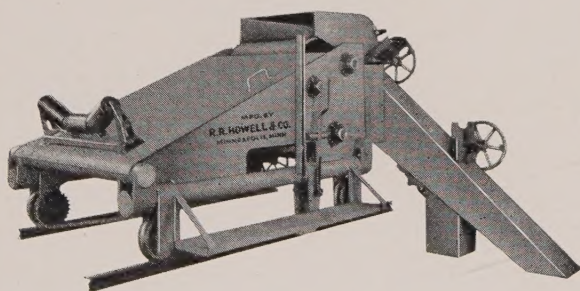
KANSAS CITY BOARD OF TRADE OFFICIALLY INVITES

The Kansas City Board of Trade officially invites the owners, operators, managers and superintendents of the larger grain elevator and grain processing plants of the continent to attend the ninth annual convention of the Society of Grain Elevator Superintendents in which they are co-operating and participating.

Every year, 'tis said, quite a group of the owners and operators attend this affair and are truly impressed with the "heavy" sessions and the packed program—which runs from early morning until late every night. Several dozen from the Winnipeg Grain Exchange attended last year's convention at Fort William-Port Arthur, and the Kansas City owners and operators hope those of other markets will participate in this technical conference with parallel momentum.

"It's the hardest working group I've ever seen," is the usual reaction of managerial representatives.

CONVEYOR BELT TRIPPERS TANK TYPE



The last word in trippers. Steel plate and pipe frame construction, giving exceptional strength and rigidity with less weight, and with no tendency to weave. Two-pulley style, with low wheels and low clearance. Forward and reverse drives through roller chains and multiple disk clutch control. Gearless, self-propelled and roller bearing throughout. Adjustable bearings to maintain belt alignment, and discharge heads to suit the installation. Made for any width of belt from 24 to 48 inch.

Detailed information and prices on request.

**R. R. HOWELL & CO.,
MINNEAPOLIS, MINN.**

I *Am* GOING

By SUPT. OATCLIPPS

I AM going to attend the SOGESNA Convention in Kansas City because I want to; and I want to for a good many reasons. In fact, there are so many good reasons for going that try hard as I can, I cannot think of *one* valid reason why I should not go. Let's cut down a sample of these reasons through a splitter and see just what they reveal.

Reason number one is that I'll be doggoned if I am not still young enough to spring spryly from my chair, grab a suitcase, and barge into Kansas City with the rest of the livewire Supers. My hair may be gray and my grandsons may be in highschool but I'm still not old enough to moult in a dusty corner while the whole wide world is zipping along in double-quick time.

Ideal Honeymoon

Reason 1A is that last year I faithfully promised the Missus we would make the '38 Convention a sort



March 27th to 30th are the dates, and the Hotel Kansas Citian, Kansas City, Mo., the headquarters.

NEW DESIGN • NEW LIGHTNESS • NEW COMFORT

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U. S. BUREAU OF MINES
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The Dustfoe



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Weighing less than $3\frac{1}{4}$ ounces . . . providing day-long wearing comfort; full vision in every direction; non-interference with goggles or head-coverings; easily replaceable, easily sterilized parts . . . DUSTFOE gives full protection against even the *unseen* dust particles most dangerous to health. Aluminum and rubber in construction, DUSTFOE has extra-large replaceable filters for long service life and natural ease of breathing. Complete sterilization is permitted, lessening transmitted disease hazards. Write for special DUSTFOE Bulletin G-CM-1 — or better still, let us show you the DUSTFOE!

MINE SAFETY APPLIANCES COMPANY

Braddock, Thomas & Meade Sts., Pittsburgh, Pa.
District Representatives in Principal Cities

of second honeymoon. You know, the ladies get a whale of a kick out of a trip and they love this kind of trip especially because they have their lord and master along for comfort and guidance—and still don't get too much of him because of the convention sessions. From every angle, an ideal way to spend a second honeymoon.

That is the travel side of the proposition. The old-timer who made the observation, "travel is broadening," certainly knew his stuff. There is an undeniable element about changing scenes that creeps into a man's marrow and becomes a part of him. It is a feeling of aliveness, of getting out of the rut, of drawing a deep breath of new, fresh air and taking a new lease on zestful living.

There are a lot of old familiar faces I want to see at the convention and there are a lot of hands I want to grasp. I want to renew all the jolly acquaintances I have made at previous conventions and there are a lot of chaps I have read about and heard of whom I want to meet. I want to see this up-and-at-'em town of Kansas City. I want to see the Bend. There are

elevators there that handle mountains of grain with the ease of child's play. I want to see them do it.

Ideal Location

There is a Chapter there that stands out boldly in the History of the Society for its enthusiasm and accomplishment. I want to meet the boys in that Chapter. There is scenic and historic beauty in Kansas City, when the blue haze at eventide creeps up from the lowlands and attempts to climb the hills—the hills that sheltered the desperado Jesse James and where ancient buildings still stand bearing mute evidence of roaring Civil War cannon.

It is when I look over the program, though, that I find the biggest reason of all for being in Kansas City from the 27th to the 30th of March.

The Hotel Kansas Citian could not have been improved upon for headquarters. It is the ideal location. And the way the program balances the convention activities shows it was gotten up by some pretty smart heads. There is just about everything in the line-up a Super could ask for and I know the old Society is coming through with the grandest convention of all. So I am going.

CERTAINLY *you're* interested

UNLOADING *for 29¢ a Car!*

with Richardson Efficiency you can

Operate your plant at "Peak" capacity.
Unload with your permanent staff.
Eliminate Labor Turn-Over.
Make Car Unloading a clean, safe job.

★ ★ ★

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Unload at a labor cost of 29c per car.
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Prevent damage to grain doors.

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Unload 10 cars per hour.

[Stratton Grain Co. unloads 4048 cars (7½ million bushels) in 21 consecutive days]

Finish normal unloading by noon relieving the crew for other duties.

Investigate!



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THEY'RE EXPECTING YOU!

"We are looking forward with a great deal of interest to the approaching annual Society Convention which is to be held in our City March 27-30," comes word from Mr. Frank A. Theis, President of Simonds-Shields-Lonsdale Grain Company, Kansas City, Mo. "We hope that this affair will be very successful and that our boys will have the opportunity of meeting the various Elevator Superintendents from a GREAT number of American cities."



CONVENTION TO BE AN INSPIRATION

"The Society's ninth annual convention is going to be an inspiration to everyone fortunate enough to attend," suggests Frank L. Neilson, capable past President, "and I know a lot of good thoughts will result from the excellent tentative program so far prepared."

"Every grain firm's Superintendent is sure to return home well repaid for his time and expense — much to the benefit of his company."



SUPERINTENDENTS PREPARING MASTERPIECE

The program prepared for the elucidation of those attending the Elevator Superintendent's Association convention promises to equal any presented before this expanding body. The boys



are working their "heads off," according to latest information, to make this affair something to shoot at for years to come. They believe in this Association, in its ideals

and principles, and their taking ahold of this convention with both fists is going to be a dramatization of their ideas of the possibilities it holds. They're earnest, serious, vitally concerned and enormously interested, and their efforts are certain to reflect their high caliber.



BRINGING PICTURES OF NEW, FAST CAR SHOVELS

"I will bring pictures of my new, fast car shovel rig," writes Ed Fraunheim, Jr., of Buffalo (N. Y.) Forwarding Company, "and maybe we will find some one who will have all the answers for the operation of it by air or electricity."



BRING THE LADIES!!!



"Word comes of the unusual interest in the convention on the parts of the ladies, bless 'em. And as a consequence some three score have already made plans to accompany their member-husbands," advises the Reservations Committee.

"We believe," they write, "that half to two thirds as many ladies will turn out as members and welcome guests and visitors, so bring your ladies with you and give them a treat, too!"

"In years gone by there has been an increasing number of ladies attend our conventions. This year we've an entire program for them—and you'll not get to see them very often. So don't be lonesome!"

OWNERS AND OPERATORS PARTICULARLY INVITED

Owners and operators of grain and grain processing plants are particularly invited to the ninth annual convention of the Elevator Association slated for the Hotel Kansas Citian, Kansas City, Mo., March 27th-30th.

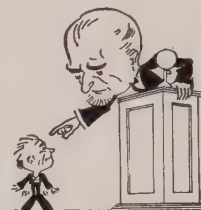
Superintendents are especially urged to press their superiors to accompany them to this hard-working convention.

ASK THE BOSS TODAY!

"It has come to our attention that some of the very fine gentlemen comprising the membership of the Society are a bit timid about approaching 'the boss' relative to attending the association's meetings," writes T. C. Manning, President of the Kansas City Chapter of the Society.

"This is regrettable and disadvantageous to both and hardly conducive to the greatest profit of the firm. However, should those Superintendents wishing to have us approach their "chiefs" but send us their names I am sure we can arrange with the Grain Exchange here to issue a special invitation that we hope will do much good."

"We're counting on the biggest support from members and the largest attendance of 'first-timers' so far on record. We want you with us, we're planning on your being here, and we've spared no effort to make the program and visit attractive from every standpoint, so, Mr. Superintendent, won't you personally approach your 'boss' today,—or else write us, please?"



NO PRYING

Officers of several of the well known grain companies familiar with all the activities of the Society of Grain Elevator Superintendents suggest that any owner or operator who is skeptical about having his practices pried into write them for assurance to the contrary. One of them remarks that "if the other owners and operators could appreciate how much advantage accrues to them through having their Superintendents attend the Society's meetings then every plant on the continent would hold membership!"



ROADS ALL GOOD

"A continent-wide survey of road conditions indicates that those driving will have clear sailing all the way to Kansas City," according to Percy Poulton of Fort William. This well known gentleman is reported to have sent back word to his brother superintendents up there in the world's largest terminal center that the roads are "even grand along the shores of icy Lake Superior"—so naturally a large representation is anticipated from last year's convention cities.



THEY'RE ALL AGOG

Innumerable visitors honored us during the past few weeks and they are all agog with enthusiasm over the approaching convention. Needless to say they're regular attendants and have been for years, and include:

Mr. and Mrs. E. J. Raether, National First Vice President and Minnesota Chapter Secretary;

Mr. and Mrs. Percy C. Poulton, N. M. Paterson & Company, Ltd., Vice President of the Fort William-Port Arthur Chapter, accompanied by Bob Thornes brother and his wife;

Mr. Clarence S. Maxwell, Manitoba Pool Elevators, Ltd., Fort William;

Mr. Hill Shepardson, Products Protection Corporation, Minneapolis;

Mr. Victor Reid, Hart-Carter Company, Minneapolis;

Mr. Arthur Osgood, The Day Company, Minneapolis, and

Mr. and Mrs. Oscar W. Olsen, Peavey Duluth Terminal Elevator Company, Duluth, Minn.

Are they going to the Kansas City convention March 27-30? Well you don't need to guess twice.

The Best Bucket in the World THE CALUMET

(Protected by U.S. & Foreign Patents)



Be **AHEAD** with your installation of the CALUMET patented bucket.

Our recommended close spacing will **double** your present capacity; or

Use on your present spacing for a noticeable capacity increase.

Adaptable to use in a greater range of commodities than any other bucket.

The following is quoted from an order from one of the largest grain concerns in the U. S. A.

"Please enter our order for 600 10x6 Calumet Elevator Buckets (The best buckets in the world)."

B. I. WELLER

Sole Manufacturer

220 W. Chicago Avenue
East Chicago, Ind.

327 S. La Salle Street
Chicago, Illinois

R. R. HOWELL & CO., Minneapolis, Minn., Northwest Distributors

ASSOCIATES BALL WEDNESDAY

According to custom, the Association will be the guests of the Associate members on Wednesday evening, March 30th. This unique handling has been found a mutually delightful and much less expensive. The ladies will participate in this dinner-dance this year as last.



BETTER TUNE UP

Respect for the other man's ideals is what makes lasting friendships. Custom dictates singing the National Anthem at the convention—and what is to be more prized than friendships. Here it is:

AMERICA

My country 'tis of Thee
Author of liberty
Of Thee I sing.
Long may our land be bright,
With freedom's holy light,
Protect us by thy might,
Great God our King.

And to the same tune will be sung:

GOD SAVE THE KING

God save our gracious King,
Long live our noble King,
God save the King;
Send him victorious,
Happy and glorious,
Long to reign over us;
God save the King.

YOU CAN'T CLAP WITH ONE HAND

"By knowing how other kindred companies have solved the same problem through the Society of Grain Elevator Superintendents it is no longer necessary to try to work out **your** problems alone," states T. C. Manning, Chapter President, in inviting other Elevator Heads to join in the convention activities.

"The Elevator Superintendents' Association is the **only** organization of its kind in the field, and you're missing something vital if you are not a member. So join today!"



PROGRAM NOT CONFINED TO LOCAL PROBLEMS

Someone raised this point, we didn't!

"The breadth and the depth of this year's Superintendent's program is surpassed by nothing ever attempted. Discussions on the problems involving every grain will be taken up. Have no fear," assures K. C. Program Chairman Harry E. Armstrong, "every convention delegate will get saturated on just about every topic we can develop, and no one is going to leave disappointed one iota."





Are You

SUFFERING

From

Sitophilus Oryza?

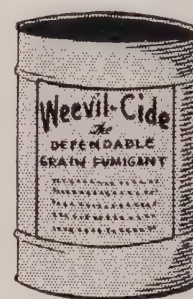
The Symptoms are Nervousness - Loss of Appetite - Dizziness. In the FINAL Stages you will toss in your sleep, dream of crawling creatures.

FOR A POSITIVE CURE USE ➔

WEEVIL-CIDE COMPANY

1406 WEST 9th STREET, KANSAS CITY, MO.

INSECTICIDES MANUFACTURED ESPECIALLY FOR THE GRAIN TRADE



OBJECTS TO NAME CHANGE

Some complaints have been registered over the proposed change in the Society's name — and about an equal number approve some shortening recipe that will suit everyone's palate, writes National President S. S. Orstad of Federal Grain, Ltd., Fort William, Ont.

Consider, please, that over one-third of the Society's membership now lays in grain processing elevators and plants and that this suggestion for a more embracing title came from the Mechanical Superintendent of a large Feed Mill. "The boss," he says, "won't pay any attention to anything that sounds like 'elevator' but when I told him of the Association's activities he said he thought a lot of other Feed Manufacturers also got the wrong impression just like he had at first."

With malt, brewery, distillery, soybean, linseed, flour and feed, starch, yeast, paint, seed, canning and other grain processors represented on our membership rolls someone should have an all-embracing S-H-O-R-T name for us that we'd all like.



DRIVING ALONE?

A number are going to drive to the convention this year from all parts of the continent. If you plan to drive your car and want to bring along some other prospective convention delegate . . . or if you'd like to drive with someone, just write your secretary's office.



GOOD TIP

"We've learned this very important point," writes one elevator superintendent, "that when you are having a tank water-proofed it must be under pressure (loaded) to get a satisfactory job."

Sounds reasonable, and its these pointers that make attending a convention of the Elevator Superintendents such a profitable investment for every wide-awake guardian of these properties!



YES, DULUTH DUST W-I-L-L EXPLODE!

"Noticed in the last issue of 'GRAIN' an article on 'Will Duluth Dust Explode?'", writes H. L. Henrikson of Terminal Grain Corporation, Sioux City, Ia. "If I remember correctly the dust collected was taken out of tanks from the tops. It was still damp due to the fact that up in that country the frost goes out late and the tanks had not dried out enough to give the dust a chance to explode.

"If those boys wait and pull samples in July or August, after the tanks are dry inside, or if they will bring some of that dust to the convention, then I'd say they will find their dust will give as good a bang as any other dust.

"I don't like to be a wet blanket, but the dust, you noticed, exploded later after it had dried out."

Oh what fireworks there'll be at the convention over this!



H. L. HEINRIKSON

SAFETY TROPHIES



This handsome cup is one of three safety trophies to be awarded at the approaching ninth annual convention of the Elevator Superintendents' Society to be held at the Hotel Kansas Citian, Kansas City, Mo., March 27th to 30th. Needless to say speculation is rampant as to who the fortunate recipients will be, but apparently the Safety Committee isn't giving out even the slightest hint.

These awards will go to those Association winners entered in the Safety Contest in the three following classes:

Class A — 50,000 man hours or over during the six months of the contest;

Class B—35,000 to 50,000

man hours, and

Class C—Less than 35,000 man hours.

The rules governing the keeping of these handsome cups are to be revealed at convention time, however we put a couple of expert newshawks on the job and did find out the names of the generous donors, and here they are:

Class A Cup—G. F. Butt, John S. Metcalf Company, Chicago;

Class B Cup—C. C. Ingraham, Hart-Carter Company, Minneapolis, and

Class C Cup—Harry B. Olson, Moisture Testers, Chicago.

Some hearts are going to go "pitty-pat" when winners get these awards. A deep glow of satisfaction will be convincing of an accomplishment most worth while.

Oscar Olsen of Peavey Duluth Terminal Elevator heads the Safety Committee and Clarence W. Turning, also of Duluth, is Director of the contest. Oscar has gone fifty months without a lost-time accident. Some record?



DRIVE SAFELY!

Let's all resolve to drive to the convention sanely, for news of an accident to any one of our number won't help any of us—particularly the one involved.

For your own sake and ours, D-R-I-V-E S-A-F-E-L-Y!!!



HE CLIMBS HIGHEST



"He climbs highest who helps another," states a proven axiom that has weathered the centuries," writes M. Frank Beyer of Fort William.

"The first step towards any successful goal of mutual assistance will necessarily have to be the formation of further active superintendents' Chapters similar to those of the AOM — acknowledged boon to flour mill owners.

"He climbs highest . . ."

PLANTS SAFEST

Of all the accomplishments of industry, few are more important to the American workman than recent marked advances in plant safety. In a relatively short space of time industrial accidents have been reduced until today the safest place to be is not at home, not out in the open, *but in the Manufacturing plants of industry.*

The record, as published by the National Safety Council, shows that there are less than one-third as many occupational accidents as *home* accidents; in fact, that occupational accidents are far fewer, and far less serious, than any other kind.

Due to continued efforts to promote plant safety, industrial accident frequency is 61 per cent lower than ten years ago with the seriousness of accidents declining at a comparable rate.



BE ON DECK BY SUNDAY

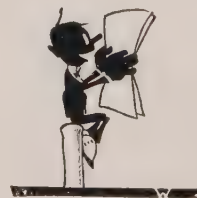
A golf tournament and exhaustive touring is being planned starting Sunday morning, March 27th, so don't miss!

"We're having Spring weather," the Kansas City boys report.



OUR SAFETY PROGRAM

By F. A. Hasse, Corn Products Refining Company, Chicago, Ill.



"In conducting our safety work, we have found that a carefully planned and friendly contest between our four plants in this country for the best safety record, has been found an effective stimulus for preventing accidents. A 'No Accident Record' for a given period or an improvement over the record of a preceding period is made the goal. Our contests have always been for a calendar year and the winning plant is given a prize or trophy in addition to a celebration to which all employees are invited.

"The contest is advertised by posters on bulletin boards, group safety meetings which are held regularly, and articles in the plant magazines. Monthly statements are prepared showing the standing of the plants so the progress of the contest can be watched and a keen interest among the employees prevails throughout the contest period.



Waterproof

GRAIN TANKS

A-R-E Possible

Even In Spite Of Movements!

"In-Fil-Tro" Depth Finish Material Plus "In-Fil-Tro-Flex" P-E-R-M-A-N-E-N-T-L-Y Protects Concrete from Water and Disintegration!

We Waterproofed Stratton Grain Company's Santa Fe Elevator in Chicago in 1936 and the Addition in 1937, — and Many Others.

And Here's How It's Done

"In-Fil-Tro-Flex" — A Thick, Flexible Coating Protected By An Outer Skin — Bridges Movable Cracks, Thus Presenting Long Lasting Waterproofing.

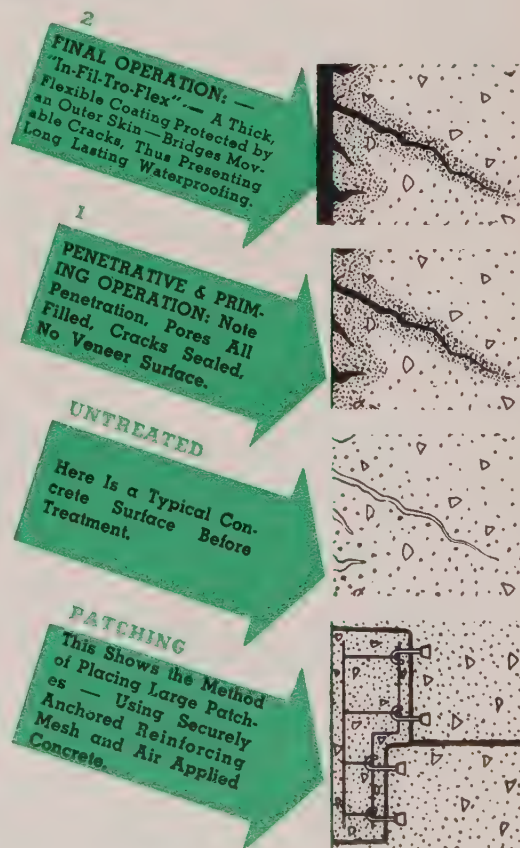
"In-Fil-Tro" is a Scientific System of Weatherproofing and Rehabilitating All Types of Masonry Under the Direction of Engineers and Expert Mechanics Specially Trained and Specialized in this Exacting Type of Work. — We Are Contractors and Sell No Materials.

OUR WORK IS N-O-T CHEAP — But It's Lasting!

BEN J. MANY CORPORATION

30 NORTH LA SALLE ST.

CHICAGO, ILL.



DON'T WASTE PAINT ON STEEL or CONCRETE MILL and ELEVATOR STRUCTURES

TNEMECIZE*

PROCESS
WITH THE
TIME PROVED
TNEMEC
PIGMENT
FINISH

PAINT PEELLED OFF IN 18 MOS.
TNEMEC IN PERFECT CONDITION
ON THIS ELEVATOR AFTER 8 YRS.

According to the owner of this grain elevator at Otley, Iowa, every paint job peeled in 18 months time. TNEMEC No. 20 silver gray was applied in 1928. After 8 years, it was found to be in perfect condition. All similar country and farm buildings and roofs of galvanized metal can be maintained at extremely low cost with TNEMEC.



SEALS CONCRETE MOISTURE-PROOF

THIS STEEL BUILDING HAS BEEN
TNEMECIZED 11 YEARS WITHOUT
PEELING OR CHECKING

A sworn statement of inspection by the Kansas City Testing Laboratory testifies to the fact that this galvanized metal building was TNEMECIZED in 1923 given a second TNEMECIZING in 1929 and that in 1934, the TNEMEC finish was found to be in excellent condition with no evidence of checking or peeling.



T N E M E C I Z E D
5 Y E A R S A G O

This large Concrete Elevator looks
same now as when first completed.

Two coats of TNEMEC No. 25-C White Weather-proof were sprayed on this large concrete elevator at Wellington, Kansas, in the summer of 1933. After 5 years of exposure to central Kansas atmospheric conditions, Mr. R. B. Lincoln of Wolcott and Lincoln, owners, reports "the job looks fine, the same as it did when first completed. Mr. O. F. Horner of Horner and Wyatt, Consulting Engineers, Kansas City, Mo., inspected this elevator in January, 1938 reported the TNEMECIZING in perfect condition.

Send the coupon today for full details about TNEMECIZING. Learn how you can cut your maintenance cost with this patented process made by specialists in industrial maintenance. — TNEMEC Company, Inc., Kansas City, Mo.

KILLS DUST AND CORROSION - WON'T PEEL



GREAT LAKES SUPPLY CORPORATION

9342 EWING AVE.,

CHICAGO, ILLINOIS

GRAIN ELEVATOR SUPPLY DIVISION

Send complete information regarding TNEMECIZING—steel—concrete—
wood—elevator—mill.

Firm Name _____

Address _____

City _____

State _____

MAKE YOUR HOTEL RESERVATIONS TODAY



"Make your hotel reservations today," the Committee in charge strongly urges. "Send your requirements directly to Mr. T. C. Manning, 14th & Nodoway, North Kansas City, Mo., and he will pass it on to the Committeemen in charge.

"Remember, it is easier to make a reservation and cancel it later (if imperative) than to hurry and scurry around for a place to sleep late at night. Not that we

won't have ample accommodations, but the headquarters hotel is naturally going to fill up first."



NO STONE UNTURNED

"No stone will be left unturned to insure 100% success of our large undertaking in putting on the best convention the Elevator Superintendents' Society has ever held," comes word from the convention city.

"Work has already reached the point where some of the best known grain heads and specialists in various lines have already been invited and their acceptances assured.

"The nearly 80,000,000 business storage capacity in these two adjoining cities are about evenly divided, and an extensive inspection tour will include many of the unusual and outstanding features embodied in them. These elevators have a world-wide reputation for their advancement, economy and efficiency.



BOB BURNS WOULD SAY

"There is such a thing as a person gettin' a break and there might be such a thing as luck, but before you start envyin' a person that's got a little bit more than you have it would be a good idea to find out what he had to go through to get it. I suppose we all start out with about the same opportunities, but some fellas just seem to know how to take advantage of 'em."

Therefore I'd suggest you attend your convention March 27-30th, says Uhlmann Grain Company's Harry E. Armstrong, Attendance Chairman.



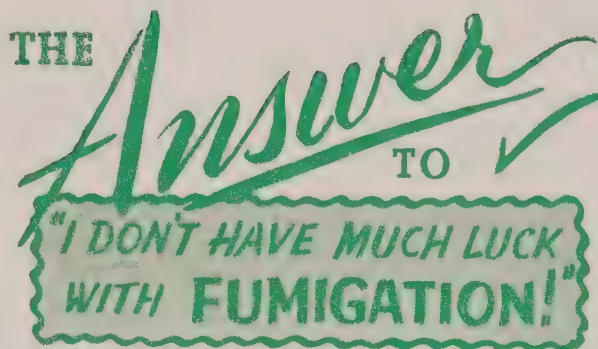
\$6 REGISTRATION FEE TO COVER 6 MEALS



"A \$6 registration fee will include two meals a day for the three days of the convention," states General Chairman T. C. Manning.

"This will be far cheaper and much less bother and confusion necessitated by making separate collections at each meal, and I assure every delegate that a tasty, varied menu has been selected for their repast."

The charge for the ladies is to be \$3—except for those hostesses of last year.



Maybe it's been your experience too . . . fumigation carried through to the last detail, yet three or four weeks later, the pests are "in again."

THE ANSWER IS:

Use a fumigant that **PENETRATES**. Surface fumigation doesn't go nearly far enough • To really rout the pests you must penetrate **EVERY BERRY IN EVERY BUSHEL**. You must "get" not only the adults and the larvae — but the **EGGS** as well. Unless those eggs are sterilized, they'll hatch out later on and start trouble all over again.

LARVACIDE PENETRATES

as does no other fumigant—kills adults and larvae —sterilizes eggs • Your grain fumigation with **LARVACIDE** is a **ONE-TIME JOB** — It will keep you out of trouble as long as the grain is in the bin.

- **LARVACIDE KILLS** not only Weevil. A light top treatment will clear out Angoumois Moth and Indian Meal Moth.
- **ADDED SAFETY** — **LARVACIDE** is a powerful tear gas — gives ample warning of its presence — drives out everyone not protected, before harm can be done. • You owe your operators this extra safety.

REPELS RODENTS

Low concentrations of **LARVACIDE** make it easy to cut down your rodent problem. Where the grain retains even a trace of this fumigant, rats and mice just won't stay around.



Remember **LARVACIDE** means **Less Time of Pest Control**, more time to go **FISHING**.

Write for the **LARVACIDE** Manual, illustrated, 42 pages of valuable information on Pest Control.

Larvacide
CHLORPICRIN

INNIS, SPEIDEN & COMPANY

Established 1816

117-119 Liberty Street, New York

Boston - Philadelphia - Chicago - Cleveland - Kansas City

Play Safe!

Protect elevator legs
against dust explosion hazards with:

Robertson Safety Ventilators

Throughout the country Terminal Elevators are protected by Robertson Safety Ventilators.

For balanced Ventilation
of grain storage bins use:

Robertson Capacity Bin Ventilators

Guaranteed not to give more
than .0026 water gauge resistance
and not less than 324%
free area outlet vs. stack area.

For easily-erected, permanent
and maintenance-free
Terminal Buildings, use:

Robertson Protected Metal

Corrugated Roofing and Siding

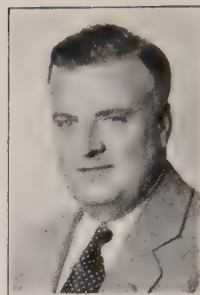
Write at once for information.

H. H. ROBERTSON CO.

2000 Grant Bldg.
Pittsburgh, Pa.

GOOD TURNOUT FROM TWIN PORTS

"I have been talking to quite a number of the boys here," writes Percy Poulton of N. M. Paterson & Co., Ltd., Fort William, "and most of them are entertaining the idea of attending the Kansas City convention on March 27-30. They can get a good, fast Streamliner out of Minneapolis that will beat driving."



PERCY POULTON

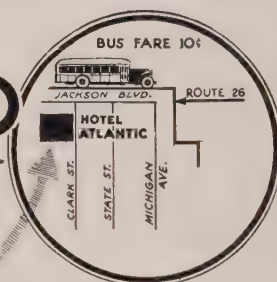


G. J. SHAW

ANOTHER YEAR HAS ROLLED AROUND

"Another year has rolled around," writes G. J. Shaw of C. P. R.'s Port McNicoll (Ont.) Elevator, "and while we have not been able to get our chapter started the boys still have it in mind. Just as soon as business picks up we'll get going O.K., and in the meantime we are going to join with the Buffalo boys."

Here's Where to Stay in
CHICAGO
for CONVENIENCE, COMFORT
ECONOMY & REAL
GERMAN COOKING



On your way to your



**Kansas City
Convention**

MARCH 27-30

Just across the Street from
Chicago Board of Trade

OWNER MANAGEMENT
Ernest Roessler Frederick Teich

HOTEL CLARK ST. NEAR
JACKSON BLVD.

ATLANTIC

**ON TO KANSAS CITY
MARCH 27-30**

Whole Kernels

When the talk drifts around to oldtimers — as always happens when grainmen gather—the name of Theodore C. Manning is usually brought forth, polished, and gazed at with appreciation. For the Superintendent of the Uhlmann Grain Company's Wabash Elevator in Kansas City laid the foundation of his career long before the piling was sunk in most of the present day elevators.



THEO. C. MANNING

It was back in 1894 that the young Manning entered, as he chuckles, "the army of dust-eaters" by being hired as a shoveler in the Omaha Railway's million bushel elevator in Washburn, Wisconsin. The superintendent of this white pine house was the late B. L. Simmons—who designed the Rialto Elevator in Chicago; Milwaukee's Bob Bennett was foreman, and Minneapolis' Dave Deline was assistant foreman. The house has long since been dismantled for its lumber but the straight-grained planks Ted Manning built into his character in those formative days still stand sturdy and unwarped.

Through Smoke and Fire

Three years of shoveling was rewarded by being appointed assistant foreman in charge of shovelers in his company's Itasca, Wisconsin, elevator. It was here during the long ice-bound months when navigation was closed that Manning's grasp of general elevator work was broadened by working in every department. In 1902 his firm, the old Nye-Schneider-Fowler Company, gave him a house of his own in Fremont, Nebraska. Six years in the saddle demonstrated his worth to the company and they turned over their newly built Elevator "H" in Omaha to him. Shortly after he assumed his new job, his old house in Fremont went the way of most cribbed elevators and burned to the ground. It was replaced by a modern two million bushel concrete job.

In Omaha, working with such oldtimers as George Johnson, John R. Morse, S. P. Mason, and Charles Sellheimer, Superintendent Manning carried on until

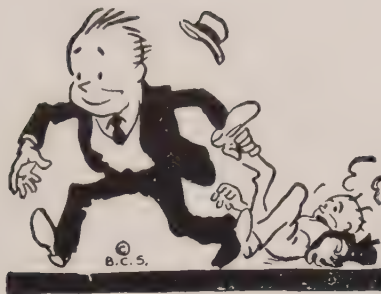
Elevator "H" followed the usual cribbed house procedure and likewise went up in smoke. After a period back in Fremont, he returned to Omaha and assumed charge of his firm's newly leased Independent Elevator, a one and one-half million bushel steel and concrete plant.

1922 brought a change in the company and the ensuing year was occupied in appraisal and invoicing work. A stockholders' committee for the firm took over the Holmquist Elevator in Omaha and placed Mr. Manning in charge. In 1929 the final dissolution of the company was apparent and Superintendent Manning, after thirty-four years of unbroken service to the firm, tendered his resignation.

Surveys the Years

His reputation was, of course, of such merit that offers of employment poured in immediately. Of these the superintendent's berth at the Uhlmann Grain Company's Wabash Elevator appeared best and Mr. Manning accepted. Now, in his forty-fourth year in the business, he says: "As the years have rolled by there have been many changes in the construction of elevators and the methods of handling grain. Machines have improved from the old warehouse separator—just a fanning mill, you might say—to the various machines now on the market for sizing, separating, scouring, washing, moisture testing, protein determination, etc. Of course, the car dump is the biggest improvement made in these many years for the unloading of grain from cars. You must know and be familiar with the labor and grief connected with the old bars and shovels to appreciate the dump. With all the changes that have been innovated since we made our own grades in and out of the elevators to the present Board of Trade, State, and Federal supervision of grades and weights, I have found the game interesting and mostly for the betterment of the grain trade in general."

Mr. Manning is the energetic head of the Kansas City Chapter of the SGES, was instrumental in organizing the Enid Chapter, holds office as a national director in the Society, and is enthusiastically helping to make the forthcoming convention a highspot in grain history. Be sure to meet him!



Convention Program Announced

The Ninth Annual Convention program of the Society of Grain Elevator Superintendents presents an attractive array of capable speakers, as well as topics pertinent to the operation and maintenance of larger grain and processing plant elevators. "And," to quote President S. S. Orstad of Fort William, Ontario, "it has been our experience that the stronger the program the larger the attendance. Consequently, we anticipate a turnout which will surpass last year's peak record of 238."

"Much praise is due the grain and processing elevator operator members of the Kansas City Board of Trade," according to Mr. T. C. Manning, Uhlmann Grain Company, President of the Kansas City Chapter, "for their untiring efforts in our behalf and for their wholehearted participation in our endeavors in every respect. They expect that the owners and operators of other large grain and processing elevators throughout the country will respond with equal enthusiasm and send their Superintendents for this Ninth Annual Conference." Reservations are coming in fairly well for this far in advance, the Committee in charge reported last week.

According to Mrs. H. E. Armstrong, (Uhlmann Grain Company) Chairman, "the ladies will again be encouraged to accompany their husbands, and we've arranged what we hope will prove a most inviting program for the fairer sex."

This Association is particularly unique in that each of the Officers and Directors of both the National body and the Chapters is pledged to give a pertinent, practical talk — just as have over a dozen of the Superintendent members of the Convention City Chapter — thus assuring a most worthwhile Convention for every firm having a representative in attendance.

Atop the Hotel Kansas Citian these plant guardians will assemble March 27-30 to participate in the following program:

SUNDAY MORNING GET ACQUAINTED SESSION

REGISTRATION.
GET ACQUAINTED MEETING.
SIGHTSEEING, CHURCH, EXHIBITS,
etc.

SUNDAY AFTERNOON EXECUTIVES' SESSION

DIRECTORS' EXECUTIVE SESSION.
CHAPTERS' EXECUTIVES' SESSION.

SUNDAY EVENING COMMITTEES' SESSION

COMMITTEE MEETINGS: Nominations, Auditing, Resolutions, Safety, Dust Explosion, Engineering, Program, Membership.

MONDAY MORNING CREW SESSION

REGISTRATION.
WHEAT HARVESTING, MARKETING AND PROCESSING: — Mr. Frank A. Theis, President, Simonds-Shields-Lonsdale Grain Company, Kansas City, Mo.
THE STAFF OF LIFE: — (An Illustrated Talk) Mr. Frank Stoll, Director of Public Relations, Kansas City Board of Trade.

DUST EXPLOSION TALKIE FILM.
THE SUPERINTENDENTS' RESPONSIBILITY: — Mr. Fred C. Hoose, Vice President, Norris Grain Company, Kansas City.

WHAT HELPS BUSINESS HELPS YOU: — Mr. Gilbert P. Lane, Arcady Farms (Feed) Milling Co., Riverdale, Illinois.

LUNCHEON.

MONDAY AFTERNOON BUSINESS SESSION

WELCOME FROM THE BOARD OF TRADE: — Mr. E. F. Emmons, President Kansas City Board of Trade and Vice President, Simonds-Shields-Lonsdale Grain Company.

FROM THE CITY: — Mayor Bryce B. Smith, Vice President, General Baking Company.

FROM THE CHAPTER: — Mr. T. C. Manning, Uhlmann Grain Company.

RESPONSE: — Mr. S. S. Orstad, Federal Grain, Ltd., President, SOGES, Fort William, Ontario, Canada.

PRESIDENT'S ANNUAL MESSAGE: — Mr. S. S. Orstad, Fort William.

SECRETARY-TREASURER'S ANNUAL REPORT: — Mr. Dean M. Clark, Chicago, Illinois.

MODERN GRAIN HANDLING: — Mr. Chester L. Weekes, Manager, Grain Department, Archer-Daniels-Midland Company, St. Joseph, Missouri.

ELEVATOR SUPERINTENDENTS & THE GRAIN ELEVATOR DESIGNER: — Mr. O. H. Horner, President, Horner & Wyatt Company, Kansas City, Missouri.

THE FOREMAN AND HIS CREW: — Mr. R. B. Pow, Reliance Grain Company, Ltd., Fort William.

*SAFETY: — Mr. Arthur D. Hyde, General Mills, Inc., Minneapolis, Minn.
AWARDING OF SAFETY TROPHIES: — (For SOGES Contest) Mr. Oscar W. Olsen, Peavey-Duluth Terminal Elevator Company, Duluth, Minn.

DINNER.

MONDAY EVENING "MISSOURI" SESSION

MOISTURE AND GROWING CROPS: — Mr. Percy C. Poulton, N. M. Patterson & Company, Ltd., Fort William.

MOISTURE IN GRAIN AND MOISTURE TESTING: — Mr. T. C. Manning, Uhlmann Grain Company — President, Kansas City Chapter.

BAKE TESTS: — Mr. Roy E. Browne, Davis-Noland-Merrill Grain Company, Secretary, Kansas City Chapter.

THE WHEAT FOR THE WORLD'S BREAD: — Mr. Edgar S. Miller, Production Editor, Northwestern Miller, Minneapolis, Minn.

RELATIONS BETWEEN MILL AND ELEVATOR: — Mr. J. L. Brown, Larabee Flour Milling Company, North Kansas City, Missouri.

TUESDAY MORNING — TOUR OF INSPECTION — MISSOURI SIDE

LUNCHEON: — Kansas City Managers As Guests.

TUESDAY AFTERNOON SESSION

ADDRESS: — Mr. Oscar Cook, Southwestern Milling Company, Kansas City.

PROPERTY MAINTENANCE: — Mr. J. W. Thomson, Pittsburgh Plate Glass Company, Pittsburgh, Penna.

FIRE HAZARDS: — Mr. W. C. Grose-close, Kellogg Grain & Elevator Division, Spencer Kellogg & Sons, Kansas City, Kansas.

MACHINERY: — Mr. William H. Kamp, Ralston-Purina Company, Kansas City, Missouri.



AIR CONDITIONING: — Mr. Edgar Miller, Production Editor, Northwestern Miller, Minneapolis.

NEW SHOVEL RIG: — Mr. Edward E. Frauenheim, Jr., Buffalo Forwarding Corporation, Buffalo, N. Y.

AUTOMATIC SHOVELS: — Mr. John Coughlin, President, Minneapolis Chapter.

UNLOADING: — Mr. Harry Thoms, Stratton Grain Company, Milwaukee Wisconsin.

GRAIN CLEANING: — Mr. H. L. Heinrichson, Terminal Grain Corporation, Sioux City, Ia.

CLEANING BARLEY: — Mr. James Auld, Northwestern Malt & Grain Company, Chicago, Ill.

SIZING WHEAT: — Mr. W. G. Grose-close, Spencer Kellogg & Sons, Kansas City, Mo.

P-O-W-E-R: — Mr. James Donovan, Kansas City Power & Light Company.

DINNER: — First Timers Night.

TUESDAY EVENING

FOUNDERS' CLUB PRESENTATION: — President S. S. Orstad, Fort William.

NEW IDEAS: — Mr. E. H. Karp, Co-Founder of the SOGES, Farm Credit Administration, Chicago, Ill.

INFESTATION: — Dr. Richard T. Cotton, Senior Entomologist, Bureau of Entomology, U. S. Department of Agriculture, Manhattan, Kansas.

SOY BEANS: — Mr. Harold Wilber, A. E. Staley Manufacturing Company, Decatur, Illinois.

STREAMLINER SCHEDULES

Kansas City is the heart of the Streamliners and enviable, fast coach-rate service is available in almost every direction.

This means that the time for travel can be materially reduced over driving and also the cost — so much so that "the little woman" can accompany you probably for less than what it would cost you to travel alone on the sleeper — to say nothing of the advantage of enjoying fast changing scenery while flitting through the country-side. You can drive your car to the nearest station, then ride.

Here are a few of the fast Streamliner schedules (service to Kansas City at left, returning at right — read up):

FROM MINNEAPOLIS—DULUTH—FT. WILLIAM

(Rock Island "Rocket")

12:20 pm Lv.-Minneapolis	Ar.	9:20 pm
5:28 pm Lv.-Des Moines	Ar.	4:04 pm
9:45 pm Ar.-Kansas City	Lv.	12:01 pm

NEBRASKA POINTS —

(Burlington "Zepher")

7:30 am Lv.-Lincoln	Ar.	7:55 pm
9:00 am Lv.-Omaha	Ar.	6:20 pm
9:10 am Lv.-Council Bluffs	Ar.	6:09 pm
11:28 am Lv.-St. Joseph	Ar.	3:47 pm
11:58 am Lv.-Atchison	Ar.	3:24 pm
12:30 pm Lv.-Leavenworth	Ar.	2:59 pm
12:55 pm Ar.-Kansas City	Lv.	2:30 pm

KANSAS-OKLAHOMA POINTS

(Rock Island "Rocket")

3:55 pm Lv.-Oklahoma City	Ar.	3:15 pm
4:29 pm Lv.-El Reno	Ar.	2:37 pm
5:30 pm Lv.-Enid	Ar.	1:33 pm
6:39 pm Lv.-Wellington	Ar.	12:25 pm
7:16 pm Lv.-Wichita	Ar.	11:54 am
8:34 pm Lv.-Herington	Ar.	10:36 am
10:00 pm Lv.-Topeka	Ar.	9:08 am
11:10 pm Ar.-Kansas City	Lv.	8:00 am

FROM ST. LOUIS & EAST

(Burlington "Zepher")

9:00 am Lv.-St. Louis	Ar.	9:30 pm
2:15 pm Ar.-Kansas City	Lv.	4:15 pm

FROM CHICAGO & EAST

(Santa Fe "Chiefs")

Lv. Chicago	Ar. Kansas City
*5:45 pm (Sat. only)	12:42 am
**7:15 pm (Sat. only)	2:22 am
***12:01 pm Daily	9:30 pm

*—\$1.25 Extra fare coach train
**—\$3.75 Extra fare Pullman train
***—\$2.50 Extra fare Pullman train

KEEPING CORN COOL: — Mr. Arvid Anderson, Crowell Elevator Company, Omaha, Nebr.

WHAT WOULD YOU DO?: — Mr. C. L. Darbe, Simonds - Shields - Lonsdale Company, Kansas City, Mo.

THE TERMINAL ELEVATOR INDUSTRY: — Mr. Gilbert P. Lane, Arcady Farms (Feed) Milling Company, Riverdale, Ill.

WEDNESDAY MORNING

KANSAS-SIDE ELEVATOR TOUR.
LUNCHEON: — Kansas Superintendents Honored.

WEDNESDAY AFTERNOON

"KANSAS" SESSION

(Annual Round-Table)

WELCOME TO KANSAS CITY,

KANSAS: — Mayor Don McCombs.

*CROP PROSPECTS: — Mr. A. W. Erickson, Mid-Continent Grain Company, Kansas City, Mo.

ADDRESS: — Mr. Yancey, Warehouse Commissioner, State of Missouri.

WHEAT IMPROVEMENT & LABORATORY CONTROL OF STORAGE & MERCHANDISING: — Mr. Harry R. Clark, Chief Inspector & Weighmaster, Omaha Grain Exchange, Omaha, Nebr.

SCALES & GRAIN WEIGHING: — Mr. H. K. Alfrey, Rock Island Railway Scale Inspector.

POWER PLANTS: — Mr. James Donovan, Kansas City, Kansas — Public Utilities.



I SEE BY THE PAPERS

I see by the trade press that a gavel made in the millwright shop of the Fisher Flouring Mills in Seattle was presented to Mr. O. D. Fisher, President of this company, upon his elevation to the Chairmanship of the Millers' National Federation.

Boys that's a good idea for our Society, —and do we need a GOOD gavel. — President S. S. Orstad, Fort William.

ROUND TABLE DISCUSSION

Mr. E. J. Raether, First Vice President, SOGES, Minneapolis.
 Mr. Charles F. Peterson, Simonds-Shields-Lonsdale Grain Company, Kansas City, Missouri.
 Mr. Henry Korn, Superior Elevator & Forwarding Company, Buffalo.
 Mr. Charles F. Walker, Bartlett-Frazier Company, Omaha, Nebr.
 Mr. W. L. Leary, Farmers National Grain Corp., Kansas City.
 Mr. John A. Campbell, Canadian Consolidated Grain Company, Ltd., Fort William.
 Mr. E. I. Odell, Davis-Noland-Merrill Grain Company, Kansas City.
 *Mr. J. G. Shaw, Canadian Pacific Railway Elevator, Port McNicoll, Ontario, Canada.

Mr. F. J. McDermott, Norris Grain Company, Kansas City.

Mr. James MacKenzie, Three Rivers Grain & Elevator Company, Three Rivers, Quebec, Canada.

Committee Reports
 Unfinished Business
 New Business
 Election
 Director's Meeting
 Committee Meetings.

WEDNESDAY EVENING—ANNUAL ASSOCIATE'S BALL

TOM COLLINS:—Kansas City Journal-Post.

FLOOR SHOW.

DANCE.

* Tentative

WHAT '38 MEET HOLDS FOR YOU

"The laws of compensation are 'Results shall be in proportion to effort put forth and never greater.'"

"One cannot think failure and expect to meet success. To be successful, one must **think it, live it and make the effort,**" writes T. C. Manning of Kansas City.

"That's why the 1938 Convention is bound to be outstanding," he states with warranted confidence.

of this newest departure in air travel instituted by T. W. A. on February 1 for one month and so well received by Mrs. America that it was extended for another month. Wives travelling as guests have until April 3th to make the return trip, if they choose, and they may leave either before their husbands or up to 7 days after he rides on his regular ticket.

These unusual features available only on T. W. A. ought to have a wide appeal for those attending the convention, Mr. Graves said. Making use of the guest tickets for the better half, the excursion rates of a fare and a half for the round trip — the journey to Kansas City will in many instances be far below rail-plus-pullman travel costs. In addition, the trip can be made in hours instead of days and members will travel in luxury in T. W. A. Skylub, Skysleeper and Skyliner planes from all points on the Lindbergh Line.

For the benefit of those planning to take their wives, the following sample fares (excursion rates), in most cases below rail-plus-pullman fares, are given; Los Angeles to Kansas City, round trip fare, \$125.25, or \$62.63 each; San Francisco to Kansas City, \$141.04, or \$70.52 each; Chicago to Kansas City, \$32.25, or \$16.13 each; New York to Kansas City, \$99.67, or \$49.84 each. Corresponding low rates are effective from intermediate points on the T. W. A. coast-to-coast system.

Connections From All Points

There are also many connecting air services from points not on the T. W. A. system which will also permit members to use regular service to T. W. A. served points and then use T. W. A.'s special rate and guest rides for wives.

Those conventionites coming from San Francisco and Los Angeles will fly over the route that has been called one of the most scenic airway in the world. Points of interest include:

Boulder City, Nevada, newly opened port-of-call on the T. W. A. route, is



Fly TO THE CONVENTION

WIFE CARRIED FREE

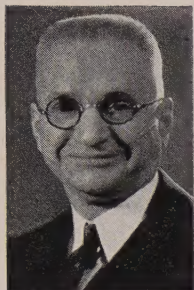
Members of the Society of Grain Elevator Superintendents of North America attending the annual convention in Kansas City, March 27th to 30th, will have an unparalleled opportunity this year to fly to the convention city, it was announced by John C. Graves, Chicago regional traffic manager of Transcontinental & Western Air, Inc.

In addition to taking advantage of

T. W. A.'s special 15-day excursion rate of a fare and a half for the round trip — if departure is on Saturday, Sunday or Monday — the convention date is just ahead of the deadline for T. W. A.'s offer of free guest tickets for wives.

April 30th Returning Limit

The airline's offer of "Take Your Wife Along Free" ends on April 1st but all members will be able to avail themselves



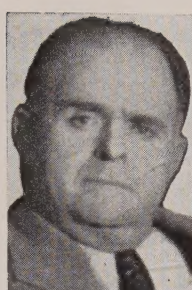
CHARLES PETERSON
V.P. K.C. Chapter



ROY BROWNE
Sec'y K.C. Chapter



FRANK WILSON
Norris Grain Co., K.C.



HARRY ARMSTRONG
K.C. Program Chrmn.

the first scheduled stop of a transcontinental air line in a national park; Death Valley, lowest point below sea level in the United States; the route lies near Mt. Whitney, highest mountain in the United States; Boulder Dam, largest man-made dam in the world; and the awe-inspiring Grand Canyon of the Colorado.

Spanning of this scenically-unparalleled portion of the route requires a little over five hours in luxurious T. W. A. giants of the air.

Available for convention travelers are the three types of equipment flown by T. W. A.:

The Skysleeper, licensed to accommodate 25 persons and designed to afford comfortable, luxurious transportation for only 17 persons. There are berth accommodations for 8 persons and chaise-lounge chairs for 9 others.

The 21-passenger Skyclub, daytime luxurious club-type ship with comfortable tilting lounge chairs.

The 14-passenger daytime observation skyliners with individual windows for each passenger.

Each of these Douglas planes carries a crew of three, Captain, First Officer, and Hostess. Full course, tasty, complimentary meals are served aloft to all passengers.

Speed and comfort in the modern mode should be of interest in reaching the convention city, and incidentally, the home base of this great transcontinental air system.



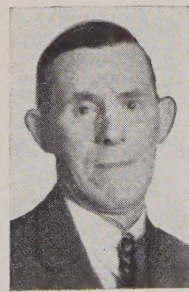
FRANK McDERMOTT
Norris Grain Co. K.C.



W. G. GROSECLOSE
Spencer Kellogg & Sons



ROY HARP
Wolcott & Lincoln



H. A. KIMBERLIN
Midland Flour Mills

FOR THOSE SO UNFORTUNATE



For those so unfortunate as to be unable to attend this year's ninth annual convention of the Elevator Superintendents' Association, President S. S. Orstad of Fort William suggests those present from each of the Society's seven chapters carry back a detailed report of the high-lights for their benefit. The schedule of chapter meetings shows the following:

Chicago — First Tuesday of Month
Omaha — Second Tuesday of Month
Ft. William-Pt. Arthur—Second Wednesday
Kansas City — Second Thursday
Enid — Third Tuesday
Buffalo —
Minneapolis — Last Tuesday

But, here's hoping all 386 members of the Association and half again as many "first-timers" will be able to attend and carry back loads of profitable ideas for their firms!

Members wishing full details on schedules, fares, etc., may obtain them, directly, by writing John C. Graves T. W. A. Palmer House, in Chicago or from a T. W. A. office, any travel bureau, Western Union or Postal Telegraph office.

ACCURATE TESTS

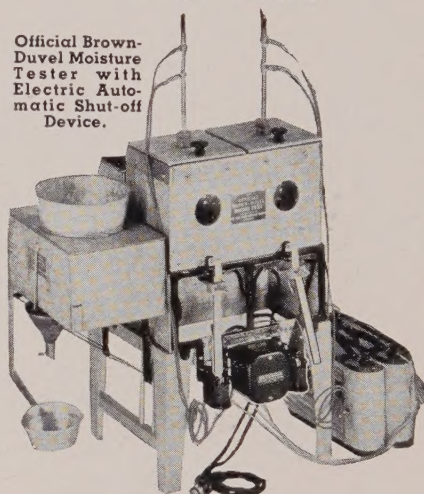
with



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Official Brown-Duvel Moisture Tester with Electric Automatic Shut-off Device.



Tag-Heppenstall Moisture Meter — for making moisture tests of grain.

Seedburo Quality Grain and Seed Testing Devices have been used by Federal and State Grain Inspection Departments, Elevators, Mills, and Testing Laboratories since 1912. All equipment is manufactured according to Government specifications.

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Giant capacity:

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1500 or more bushels of barley per hour.

Makes **FIVE**
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Exclusive SUPERIOR Features

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Aspirator provides 27 ft. grain spread for more thorough aspiration.

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greater pocketing area.

Rapid Cleanouts —

no mixing when changing from one grain to another.

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to get full information —
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